

By DICK CROW

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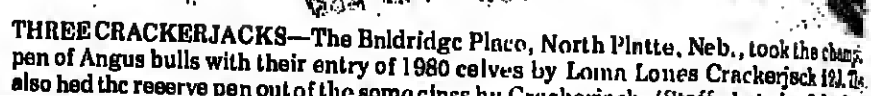
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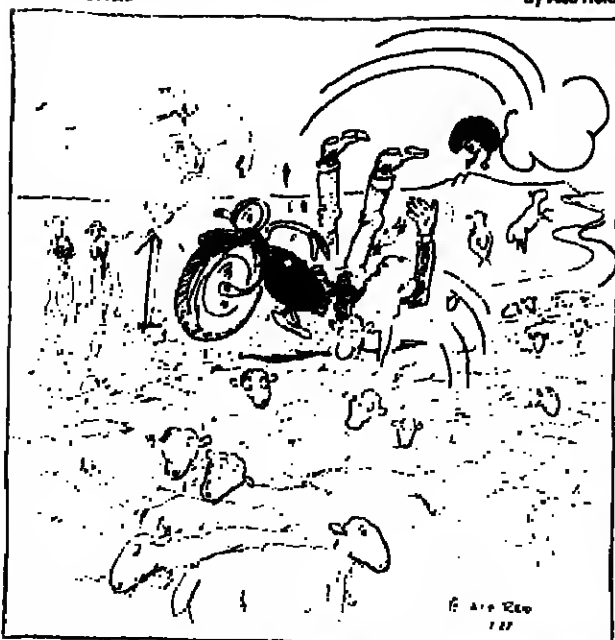
...and the reserve pen out

the same class by Crackerjack

(Stoff photo by John Doe)



NEWSPAPER (priority handling)



"Hey Jake, I believe that feller knows you, look at him wavin' at you!"

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Hotline ready for fraud complaints

If you are suspicious of a situation involving fraud or gross abuse on the part of a federal government employee, there's a mechanism for complaining that can be very effective.

According to Gary Carbone, spokesman for the General Accounting Office (GAO) Fraud Taskforce, a call on the toll free number, 800/424-5454, results in an investigation of all charges. Of the 24,000 plus calls they've handled since the program began in January 1979, about 5500 have been sent to the inspector general of the federal government department involved. Although he didn't have an exact count, he said several hundred involved USDA.

Inspection kickbacks and abuses such as government workers running a private business from their offices on government time are typical of problems investigated.

Carbone emphasized that the hotline is to investigate illegal activities, and not a gripe line.

Coming Events

Feb. 15-17—33rd Annual Top Out Show & Sale, Missoula, Mont.
 Feb. 18-22—Annual Devon Association Convention, San Antonio, Texas

CATTLE AUCTIONS

Feb. 8—Southwestern International Livestock 24th Annual Range Bull Show & Sale, El Paso, Texas.
 Feb. 9—Curtice & Martin Heraldos, Florence, Mont.
 Feb. 10—J.A. Schoen & Sons Annual Production Sale, Lenora, Kan.
 Feb. 14—DuVall Ranches, 2nd Annual Polled Hereford Production Sale, Granada, Colo.
 Feb. 14—Fallon Angus Ranch, Big Timber, Mont.
 Feb. 14—Haynes Harstard, Bryn Mawr, Pa.
 Feb. 14—Nabreika Brangus Breeders Assn. 1st Annual Bull Sale, McCook, Neb.
 Feb. 15-17—McCombs, Salem & Roberts Complete Brangus Dispersion, Davis, Texas.
 Feb. 17—Deje Valley Simmental Akin, Fortiense Bull Sale, North Platte, Neb.
 Feb. 18—Brangus Bull Sale, Nelson Livestock Auction, Wilcox, Ariz.
 Feb. 18—Bandy Acres Simmental, Erickson, Neb.
 Feb. 18—Anthony Shadow Isle Angus Bull Sale, Milagro, Neb.
 Feb. 23—Judson Herefords Annual Production Sale, Quinter, Kan.
 Feb. 21—Simmental Steers Sale, Platte City, Mo.
 Feb. 21—Universal Simmental 2nd Annual Production Sale, Dunlap, Iowa.
 Feb. 21—Clayton Williams And Bull Sale, Brookwood, Texas.
 Feb. 21—Wichita Heraldos, Quinter, Kan.
 Feb. 22—Bob Smith complete Dispersion, Omaha, Neb.
 Angus, Lexington, Ky.

NCA convention panel:

Debt surge to force interest rate boost

The growth in agricultural debt at a faster pace than agricultural assets in the past twenty years will soon force agricultural borrowers to pay interest at rates equal to what most other businesses pay, a panel of credit experts agreed, according to Commodity News Service (CNS).

Agricultural borrowers historically have paid interest at lower rates than other businesses. But with the increase in "leverage" in agricultural borrowing and less stability in interest rates and the economy, agricultural borrowers will have to compete head to head with other businesses, said Marvin Rohn, a vice president of the Omaha National Bank.

Rohn was speaking as a member of a panel on agricultural financing and credit in connection with the National Cattlemen's Assn. convention in Phoenix, Ariz.

Since 1980, the U.S. agricultural debt has grown 603% while agricultural assets have increased only 437%, Rohn said. This puts agricultural debt leverage on a par with most U.S. businesses, he said.

"The risks to bankers are now equal to agricultural

borrowers must pay the same rates," Rohn said. "It's a competitive market."

Consequently, agricultural lending rates probably will move in unison with prime lending rates, he said.

Overall, the seminar reviewed current lending trends with special regard to the cattle-producing industry. Panelists from the public and private sector discussed where funds are available, such as commercial banks, insurance companies and the federal government, and how to get those funds.

"Money has become a commodity, just like cattle and grain," Rohn said.

Denny Klinefelter, a professor of agricultural economics at Texas A&M University, said agricultural borrowers will have to employ better financial planning to successfully compete for "the money commodity."

To impress a potential lender, cattlemen will have to work out cash flow alternatives, including many variables and different price projections, Klinefelter said. He pointed to recent sudden hikes in interest rates and energy costs,

which can humble even the most efficient producer if he does not have contingency plans.

"You can be a good cattleman, and produce good animals, and still go broke," Klinefelter said.

For this reason, he suggested coming up with a "worst scenario" to show the banker you can pay back a loan in an adverse situation. He predicted more and more cattle producers will begin to employ mini-computers to assist them in multi-variable price predictions and careful cash flow analysis.

Richard Henry, an assistant vice president in the agricultural division of the Equitable Life Assurance Society, St. Louis, Mo., told the seminar about his insurance company's changing role in agricultural lending. He said equitable is getting out of the fixed-rate long-term mortgage and moving into short-term agricultural lending, such as cattle loans.

Rohn said his bank is going into short-term money markets to increase its pool of money for agricultural lending. Agricultural lending demand is outstripping money available strictly from deposits, so his bank is selling commercial paper on the open market to increase its agricultural lending resources, he said.

Other panelists from the USDA detailed changes in the government programs that lend money to agricultural interests turned down by commercial lenders. Bruce Hotell, with the national economics division of the USDA said the programs, such as the

Loan officer cautions:

Today's interest rates force change of habits

An agricultural loan officer at a major Oklahoma City bank says high interest rates have changed the complexion of borrowing, and he cautions agribusinessmen and farmers "not to use the practices of the past out of habit."

Sam Gilmore, senior vice-president in charge of agricultural lending at the First National Bank of Oklahoma City, said business decisions in the 1980s must be keyed more heavily than ever to the cost of borrowing money and the skill of entrepreneurs in managing it.

Gilmore said that with high demand for money and fluctuations in interest rates, "You've got to adjust to high interest rates and try to be more aware of borrowing and hedging opportunities."

As a first step, the banker advised a recent meeting of the Oklahoma Seedmen's Assn., "get a financial adviser. Without one, you as a small businessman, a farmer or whatever, are going to be in trouble. So get yourself a banker who can also serve as a good financial adviser."

"During the 1980s, the people I see surviving are the people who can manage their money, know when to borrow and have strategies for hedging money costs," the banker said.

"I don't think we'll ever see six or eight percent prime interest rates again, and I think chances are very slim that they'll ever go back down as low as 10% again. I think it will continue to be around the 12 to 14 percent range."

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NCA committee's futures abolishment plans meets with defeat

(Continued from page 1)
 duck chairman of the Commodity Futures Trading Commission, addressed the committee about the viability of futures trading.

When asked if, under the present structure, cattle futures trading benefited cattle producers, Stone replied, "I'm not sure." He said a wide range of opinion existed on the subject and since he must keep up with a large number of commodities, the cattle futures viability question should be left to the producers.

Stone did say he would favor revising rather than scrapping cattle futures contracts.

Don Stevens, a member of the Chicago Mercantile Exchange's board of governors and chairman of its live and feeder cattle committee, defended the hedging value of cattle futures contracts.

Stevens countered charges that wide futures price swings hurt the cattle producer, saying that with proper trading, the astute hedger can take advantage of a futures market too far out of line with cash prices.

He also noted recent CME live cattle contract revisions that add a western delivery point at Greeley, Colo., and lighten the number of deliverable or finished cattle. Stevens said these revisions make the contract more attractive to hedgers and add to market liquidity.

In other action, the committee approved a resolution calling for the NCA

to support the continuance of the CFTC as separate from the securities commission as the regulator of futures trading. Committee Chairman Remington said this move was designed to

beef up the NCA stand on stricter market regulations and tighter monitoring of larger traders.

Seeking more western delivery points was the major addition to proposed

NCA policy in the area of contract revisions. A number of western state organizations expressed interest in delivery points in their regions.

The committee also re-

iterated its support for the adoption of a certificate delivery system for the CME live and feeder cattle contracts.

The committee also resolved that the NCA should

further futures trading education programs and cooperate with trade press and news media to provide factual unbiased information concerning futures trading.

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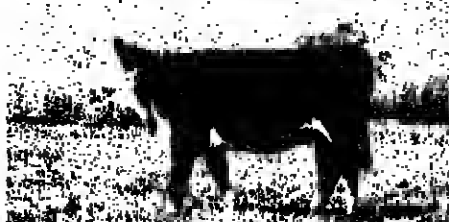
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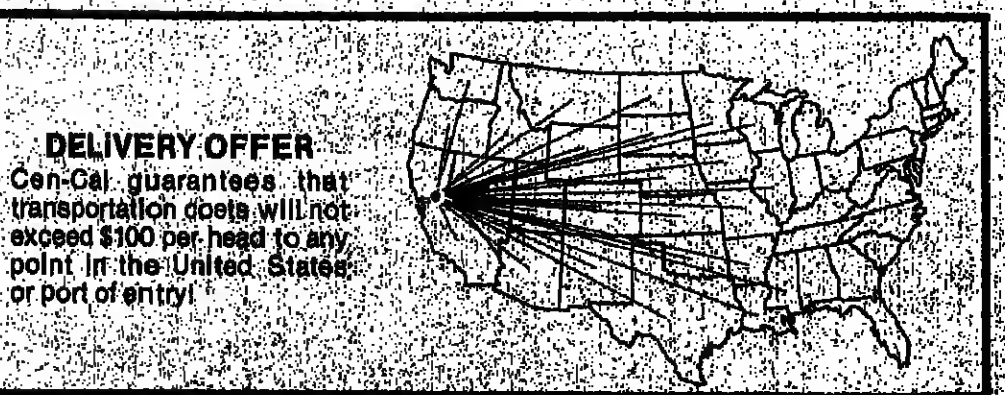
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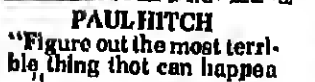
Futures conference speaker:

Futures market not so hard; the problem is with people

fly PATTHORN
The futures market is easy, according to Ron Frost, vice president of agricultural marketing for the Chicago Mercantile Exchange. It's human emotions that are the hard part.

Frost, who spoke before a group of 300 cattlemen at the American Cattle Conference, defended the market as a useful pricing alternative on the heels of individual failures in the market on human error.

"The market is people... people's reactions and perceptions to events. When you lose, you say one of two things. You say, (a) I'm pretty stupid, or you say (b) something's wrong with the market. Most people, being human, choose (b)."



PAUL HIRSCH
"Figure out the most terrible thing that can happen"

Frost emphasized the importance of self-discipline in playing the futures market. "If you don't have a plan and if you don't have the discipline to follow it," stay out of the market, he warned.

Other speakers at the day-long conference, sponsored by the Colorado Cattle Feeders Assn. in conjunction with the National Western Stock Show, had similar advice for the audience.

Frank Seckler, president of Ceres Inc., a cattle feeding and farming operation in Sterling, Colo., also urged stockmen to have a goal in mind when hedging on the futures market.

And once the goal is set, Seckler stressed the need for stockmen to set aside time for studying the market, at least two in three hours a day.

"When a person commits himself to use hedging in his business, much to the contrary opinion that as a producer he has made his life simpler and less risky, the successful hedger will soon learn that he is working harder and studying more than ever before," Seckler said.

Seckler recommended interested stockmen attend schooling made available through brokerage houses, the Chicago Mercantile Exchange or universities, and that they read books and advisory letters concerning the market.

When entering the market, stockmen should select a good broker and bank.

"If the bank you're dealing with has any hesitation to finance an additional \$10 per cwt. margin call on your hedges, then stay out of the futures market or change bankers."

"One simply cannot expose himself to the risk of forced liquidation by your broker," Seckler said. Seckler told cattle feeders

unless they can forecast their net finished cost of breakeven to within 1.5%.

But in spite of the somewhat foreboding warnings, Seckler supported futures trading. "With the consistent pressures of costs of production reducing the return to feeding, we believe that to be a profitable enterprise, one must understand and use the business tools of the futures market."

"... Do you want for one day, in the course of feeding a lot of cattle, to take what the packer offers you for your cattle, or would you rather have the opportunity to selectively price your cattle to the marketplace before and/or during the feeding period?"

For those who decide to use the futures and end up making or taking a delivery, speaker Paul Hirsch, of Hirsch Enterprises, Guyton, Okla., had some practical advice.

Although it rarely pays to make a delivery, Hirsch said, when it does pay, he suggested doing three things before delivery: 1) Read the specifications on the contract; 2) Know what constitutes a per delivery unit (a load of cattle that does not require discounting); 3) Go to the delivery point and watch deliveries being made before you actually do it yourself.

Hirsch advised shipping a load of cattle slightly over the required weight to compensate for shrinkage and to allow flexibility when arriving at the delivery point. If a load is not deliverable, the extra animals can be used to substitute to make delivery possible.

Hirsch also urged stockmen to spread their "tail end" cattle, those animals

that are less acceptable for delivery, among the good animals to avoid sending up with only non-deliverable animals at the end of the process.



FRANK SECKLER
Set a goal and then study

For those on the other side of the futures fence, taking delivery, Hirsch also had suggestions. To these people he said, "Figure out the most terrible thing that can happen, and if you can live with that, go ahead!" He continued, "You're likely to get the cattle from the farthest point... so figure freight costs from the farthest point, and plan on receiving cattle that are the least desirable on the cash market."

In either position, making or taking delivery, stockmen should have someone at the delivery point, Hirsch said. That person will then be able to deal with any of a number of possible problems that could crop up.

Other speakers at the meeting included Alfred Gruetzmecher, chairman of

the Chicago Board of Trade, who discussed political trends in the U.S.; John Hasler of the USDA, Greeley Market News Service, Colorado, who detailed

the things government inspectors look for when approving delivery units; Dell Allen, professor at Kansas State University, Manhattan, Kan., and consultant to

the Chicago Mercantile Exchange, who gave an overview of the futures market. Malcolm Wallop (R-Wyo.) was the luncheon speaker.

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Academy of Sciences group hears nitrite health testimony

A committee of the National Academy of Sciences' National Research Council listened to testimony recently in its search for additional information on the health effects of sodium nitrite, a food preservative, reports *Commodity News Service (CNS)*.

The committee on nitrates, nitrites and alternative curing agents held the meeting to obtain previously unpublished scientific data on U.S. nitrite consumption patterns, the health risks of nitrite use, and alternative curing agents.

The committee has undertaken two research reports on sodium nitrite at the request of the USDA and the Food and Drug Administration. The first of the studies, targeted for release in November, will examine the health effects of consuming both naturally occurring nitrites and those added to foods such as processed meats. The second study, expected out in February, will examine the status of research to develop non-nitrite curing agents for meat and will recommend the future course of such research efforts.

John J. Birdsall, scientific affairs director for the American Meat Institute, told the committee that studies have shown only about 3.8% of the average

American's daily intake of sodium nitrite comes from cured meat consumption. The average American receives about 93.8% of his daily nitrite consumption level of 9.19 milligrams from saliva, Birdsall said.

Birdsall said four studies showed a link between nitrite consumption and cancerous tumor formation. However, in two of those studies, nitrosamines were thought to have formed in the animals' feed before the feed was consumed. Birdsall said. In the two other studies, a re-evaluation of the animal tissue slides disproved the studies' earlier conclusions.

The ability of sodium nitrite to inhibit botulism in processed meats is dependent on the amount of nitrite remaining in those products soon after the cooking phase of their production cycle, according to H. Ned Draudt, senior research scientist for Pator Echrich and Sons, Fort Wayne, Ind. Thus, the substance's ability to inhibit botulism is not directly related to the total amount of nitrites added to processed meats before cooking, Draudt said.

He also said that sodium nitrite tends to be less effective in inhibiting botulism in processed meats manufactured using a long cooking process rather than a short one. Draudt said these con-

clusions were based on research sponsored by Pator Echrich and Sons at the Swift and Co. Botulism Research Laboratory. Draudt said his findings were based on tests using a lean beef loaf and a ham loaf made with commercial luncheon meat formulas under a variety of conditions.

Thomas Smith, research director for the Community Nutrition Institute, told the group that there was no genuine need for the use of nitrites in processed meats.

To support his contention, Smith cited research indicating there was little probability of processed meats becoming contaminated with botulism unless these products were stored

at relatively high temperatures for long periods of time.

Two other speakers at the meeting cited research efforts underway to find alternatives to meat curing agents.

Virginia Polytechnic Institute food scientist, R.V. Lechowich, told the committee that anti-oxidant compounds such as BHT and BHA, already used as preservatives in some foods, might be a feasible alternative to sodium nitrites in processed meats.

Lechowich said preliminary research indicated these substances effectively inhibit botulism. However, he said these substances had not been tested in processed

meats. L. Strumkis, president of Georgia Oil and Gas Co., Ocala, Fla., told the committee his firm had developed an alternative curing method using acetic acid and glycerine. Strumkis said the firm's process used acetic acid to kill bacteria in meat. In addition, the use of

glycerol in the process eliminated the need to add sugar to the cure, thus reducing the potential for bacteria formation. He said his curing process produced a bacon product similar in physical characteristics to traditionally cured bacon and was relatively inexpensive.

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Last day Buffalo sale not least

By JERRY YORK
Optimism abounded for the American Buffalo as 101 head sold in the auction-sponsored sale during the last day of national Western Stock Show, Denver, Colo. This was the second sale of Buffalo to be held during this show, and it drew a large crowd that filled the Livestock Auction Arena to the top row of seats. Bringing top dollar in the sale was a six year old bull named Curly K177. He was the Gold Trophy Bull and was entered by Bar A Ranch, Clark, Wyo., and sold to that firm on order for \$8000. The Silver Trophy Bull was from Downre Land, Cattle, and Equipment Co., Hartsel, Colo., and this two-year-old sold to Bill Linton, Miami, Manitou, Colorado, for \$1500. The Gold Trophy yearling bull was from The Bisonmills, Yuma, Colo., and he sold for \$2200 to Mountain Man Buffalo, Commercial City, Colo., while the Silver Trophy yearling sold to Nygard Buffalo, Ft. Collins, Colo., for \$900 and was consigned by Downre.

SUMMARY
23 bulls \$1,381
75 females \$83

Auctioneer: Bill Gredemeier
Sole Manager: Great Plains Livestock Service

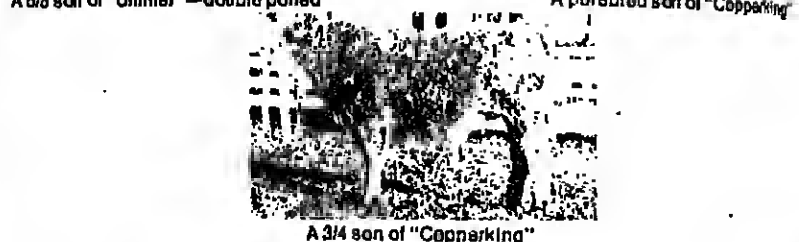
The Gold Trophy Bull
Calf was entered by Circle 3

Ranch, Longford, Kan., and he sold for \$1800 to Bill Mowry, Hamlet, Kan., Hawaii. The Silver Trophy Bull Calf also sold to Mowry for \$1200 and was entered by Flying G Ranch, Codell, Kan.
In the female division, the Gold Trophy Mature Cow sold for \$2300 and went to Dennis Rowe, Bazeman, Mont. The four year old cow sold vet-checked-safe in calf to HBR Wardrums BK18 and was consigned by Heim Buffalo Ranch, Rockham, S.D. The Silver Trophy Mature Cow was from Heim also and sold for \$2000 to Rowe. The Gold Trophy Two-Year-Old Heifer was entered by Heim, and she sold for \$2000 to Mountain



LMA OFFICERS—Veteran livestock marketing businessmen were installed as 1981 officers of Livestock Marketing Assn., at the Kansas City-based Trade Group's recent annual meetings, held in South Carolina. Seated are: First Vice President Frank Diercks (left), Gordon, Neb.; President Lemmy Wilson, Newport, Tenn.; standing, Second Vice President John Hawkins (left), Monticello, Fla.; and Secretary Earl Britton, Butte, Mont. Treasurer Ralph Swords, Hopkinsville, Ky., was not present for this picture.

2nd Annual PLATTE VALLEY Simmental Association Performance Bull Sale Tuesday, February 17, 1981 12:00 Noon Lincoln County Fairgrounds North Platte, Nebraska



Selling 75 LOTS
54 Yearling Bulls • 6 Two-year-old Bulls
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Auctioneer: Jim Beldridge
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Participants

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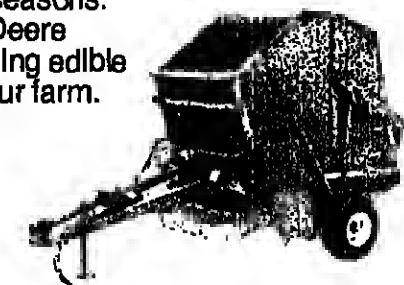
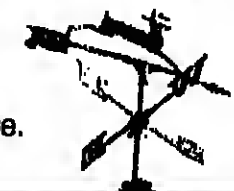
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**THE HAY
SPECIALIST**

Crop insurance group makes urgent plea for more funding

The Federal Crop Insurance Corp., in asking for increased fiscal year 1982 budget authority of \$512.79 million, made an urgent request for supplemental 1981 funds to avoid running out of money by April, reports CNS.

The FCIC is preparing to expand to meet the 1980 congressional mandate that

it offer full crop insurance coverage to all producers of all crops. This crop insurance eventually will replace existing emergency and disaster payment programs.

From fiscal 1981 to fiscal 1982—crop year 1980 to crop year 1981—the FCIC plans to increase the acreage insured to \$6.6 million acres from \$5.6 million. At the same time, the number of producers insured is expected to rise to

300,000 from 223,000. By fiscal 1983 the acreage insured should rise to \$4.8 million and the number of producers insured to 700,000, according to FCIC figures.

As it prepares to expand during fiscal 1981, the FCIC is faced with the highest operating loss ratio, 2.01, since its inception in 1938. The drought that cut back 1980 production of most U.S. crops will cost the FCIC \$317 million in

indemnities, the highest amount ever paid out in one year.

To help the FCIC meet its debts, the agriculture secretary authorized it to use \$150 million in Commodity Credit Corp. funds. Part of the 1981 supplemental appropriations request will be used to repay the CCC, and the remainder is needed to cover administrative expenses connected with expansion of the FCIC's coverage, according to USDA budget officers.

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Ag exports vital to oil-dependent U.S.

Because petroleum production in the U.S. has probably peaked and the U.S. faces larger volumes of oil imports in the future, increased agricultural exports in the 1980s and 1990s to offset these expenses must not be hampered by short-sighted political use or "cheap food" policies.

That's the view of Dr. Jim Plaxico, an Oklahoma agricultural economist, who sees agricultural exports during the next several decades becoming a bastion of the domestic economy.

He said demand for agricultural exports will continue to rise because of growing world affluence and a greater balance between supply and demand.

And the U.S., the world's largest producer, is in a strong position to capture the "lion's share" of this growing agricultural market, Plaxico said.

Plaxico, former head of the agricultural economics department at Oklahoma State University and currently director of the state Agricultural Stabilization and Conservation Service (ASCS), said all the evidence points to American agriculture contributing a growing percentage to the gross national product.

"I think we are going to have to adjust to rising energy prices and rising exports of agricultural products to pay for it," he said.

"In fact," he added, "agriculture is one of the few competitive industries our country has, along with computers and electronics."

"So we simply have to expand our agricultural exports because of petroleum and other imports."

Plaxico cautioned that growing exports must not

be restricted by special interest groups or for political reasons that would work against the nation's economic self-interest.

"In the unstable world in which we live, there is going to be a lot of pressure to restrict agricultural exports and use them as political weapons."

"There will also probably be pressure from consumer groups and others to hold down exports because of domestic food issues."

While U.S. consumers pay the lowest percentage of their disposable income in the world for food, Plaxico and others say that percentage may grow as agricultural commodities become an increasingly high-demand item in the world during the remainder of this century.

Addressing that concern, Plaxico said, "I think one of the issues in the future is going to be domestic food vs. exports, and I believe the public needs to be educated about the need for unrestricted agricultural exports as vital to our economy."



PRESIDENT—The American National CowBelles, Inc., an organization which disseminates factual information on beef and serves as the voice of women in the cattle industry, elected Mrs. Walter Woolley, Jr. (Ann) of Ada, Okla. as their president during the 30th annual convention in Phoenix.

USDA awards station sulfa research money

USDA Science and Education Administration has provided \$44,000 to the North Dakota Agricultural Experiment Station for a two-year study for the development of a new and improved procedure for measuring residues of sulfamethazine in pork, according to H.J. Klosterman, chairman of the department of biochemistry at North Dakota State University.

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WESTERN LIVESTOCK JOURNAL

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- 20 3/4 Heifer Calves
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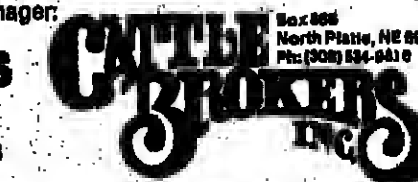
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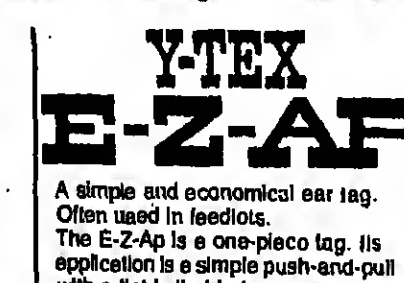
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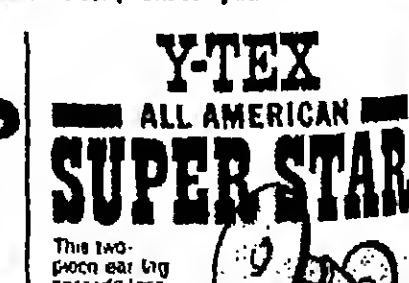
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WESTERN LIVESTOCK JOURNAL
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Comments
FDA playing politics with DES grilling?
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Kansas Beef Expo

Judges and auctioneers for the various breeds of cattle exhibiting and selling at the third annual Kansas Beef Expo have been announced by Expo Board Chairman David Bruner, Almo, Kan. The Beef Expo will be held March 10, 11, and 12, at the Kansas Coliseum, Wichita, Kan. It is sponsored by the nine participating Kansas breed associations and the Kansas Livestock Assn.

Breeding cattle judges and evaluators are: Angus and Charolais: Miles McKee, Manhattan, Kan.; Gelbvieh: Rod MacClemm, Bennett, Colo.; Hereford: Dale Barber, Channing, Texas; Limousin: Vernon Holcomb, Stanton, Texas; Maine-Anjou: Gene Raymond, Garnett, Kan.; Polled Hereford: Bill Able, Manhattan, Kan.; Shorthorn: Nick Wells, Colby, Kan.; Simmental: David Ames, Manhattan, Kan.; and John Rothliabarger, Albarta, Canada.

Auctioneers include: Curt Rogers, Platte City, Mo.; Angus: Stanley Stout, Linwood, Kan.; Charolais, Maine-Anjou and Commercial Heifer Sale: Merrill Anderson, Newman, Ill.; Gelbvieh and Simmental: George Morse, Shawnee Mission, Kan.; Hereford: Bruce Brooks, Springer, Okla.; Limousin and Shorthorn: Eddie Sims, Lewton, Okla.; Polled Herefords.

Cornbelt Cow-Calf Conference

"The Green Stuff . . . and Other Basics" is the theme for the 10th annual Cornbelt Cow-Calf Conference scheduled Sat., Feb. 28, at the Ottumwa, Iowa, coliseum.

The one-day event aimed at beef cow-calf producers is the most successful of its kind, according to Cliff Iverson, extension livestock production specialist with Iowa State University. The conference features a morning and afternoon speaking program plus a trade show of more than 85 commercial and educational exhibits, he says, director at the problems and needs of the beef cow-calf enterprise.

The doors to the conference will open at 7:30 a.m., with the speaking program to get underway at nine a.m.



MAKING IT OFFICIAL—During the \$500 give-away at the National Western Stock Show, Donvor, Pat Buchen, administrative assistant to the general manager of the show reaches into a box for the lucky numo. Mark Graham, Sr. looks on. Graham, Weverly, Minn., sponsored the cash prize. Arnold Hansen, Huskin, Neb., was the lucky winner. (Staff photo by Martha Williams)

A National Western bonus

It may have seemed to cattlemen that everything they did at the National Western Stock Show cost them money. But, there was some cash given.

On Thursday, Jan. 22, in front of the Livestock Exchange Building, Pat Buchen, administrative assistant to the general manager of the National Western drew names out of a box for a \$500 cash prize.

Sponsored by Graham Land and Cattle Co., Waverly, Minn., Arnold Hansen, Huskin, Neb., won the cash prize. The alternate winner was Peters Cattle Co., Elk Creek, Neb.

Leonard Van De Walle, Cedar Rapids, Neb.; John Kuhner, Spring Run, Pa.; Blaine Felker, Greeley, Colo.; W.J. Cesar, Craig, Colo. and Ron Hill, Loveland, Colo., all won a case of semen.

From 1955 to 1978, soybean acreage in the U.S. increased from 19.7 million acres to 84.4 million acres.

Colorado CowBelles

The Colorado CowBelles have announced plans for their Annual CowBelle Legislative Coffee, Feb. 10, from 8:00 to 10:00 a.m., in the basement of the State Capitol Building at the South Entrance.

This annual event gives CowBelles an opportunity to meet with their state legislators to discuss legislation. For more information about the CowBelle Legislative Coffee, contact the Colorado Cattlemen's Assn., Suite 220, Livestock Exchange Building, Denver, Colo. 80216; or call 623-4347.

Don't Forget!

JAMISON Herefords
Annual Production Sale
Friday, Feb. 20
Quinter, Kansas
90 Bulls • 70 Bred Heifers

Jamison Herefords

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Enthusiasm prevails:

Gelbvieh breeders predict upswing

By JOYCE PALMER

There was a positive feeling generated by the Gelbvieh breeders and members at their ninth national convention, held in conjunction with the National Western Stock Show, Denver.

The feeling was that they had begun a climb in almost every facet of the registered breed. More memberships, more breeder enthusiasm and a feeling that the Gelbvieh breed led the upswing was reiterated time and time again by Gelbvieh officers at their general meeting.

President Johnny Green called the American Gelbvieh Assn. meeting to order, minutes were read by Secretary Chuck Struthers and a treasurer's report was given by Larry Black.

The continuing enthusiasm in support of the breed was indicated by the 94 head of cattle entered in the open show at the National Western. All entries had come in voluntarily, contin-

ued Gelbvieh officials. "Not one member had to be coaxed," added Green.

Resolutions were brought before the board. These resolutions dealt with show standards for the 1983 National Western Stock Show; performance data and their latest and most successful promotion of the Gelbvieh breed in the South and Southeast.

The resolution dealing with the proposed show standards for the 1983 National Western brought enough response from the members to have it tabled until a later date. The resolution, proposed by the show committee, was to make the 1983 National Western Gelbvieh show only a purebred show — no percentages.

Each state represented gave a report on the Gelbvieh activities for the past year and for the one coming up.

Charles Clark, S.D.; Harry Clark, Ark.; Don Faw-

cett, S.D.; Dottie Knost, La. and Wayne Roitch, Colo., were elected as new directors to the board.

The following day, new officers were announced. They were: Rod McLennon, Bennett, Colo., president; Don Fawcett, Rea Heights, S.D., vice-president; Leness Hall, Carnation Wash., secretary and Marle Buss, Shawnee, Okla., treasurer.

New officers were elected for the women's organization — the Gelbvieh Gals. They were: Mar Fawcett, Rea Heights, S.D.; Linda Van Dervort, Piedmont, S.D., vice-president and Alice McLennon, Bennett, Colo., secretary.

The new members for the board of directors were introduced at the banquet where Johnny Green, past-president, was presented a plaque in recognition for his work as president of the association.

Travis Fawcett, son of Don and Mar Fawcett, Rea Heights, S.D., was announced as the new youth ambassador for the organization.

After speaker Robert Henry, humorist and author from Alabama spoke, the group held an auction for the Gelbvieh Gala in a promotion effort.

Mexican trade grows in importance to U.S.

The volume of trade between the U.S. and Mexico is one of the largest and fastest-growing between any two countries today, observes Bob Daugherty, the Oklahoma Department of Agriculture's marketing programs director.



PERFORMANCE PROGRAM—Keith Venderweide, a director for the American Gelbvieh Assn. (AGA) from Wisconsin, told the American Gelbvieh Assn. members about their performance data at their annual meeting held in conjunction with the National Western Stock Show. (Staff photo by Joyce Palmer)

BRANGUS FOR ALL BREEDERS

Make Plans To Attend
CLAYTON & MODESTA WILLIAMS

2nd Annual Bull Sale February 21, 1981 1:00 p.m.
Brownwood Auction Co.
Brownwood, Texas

SELLING:

90 BIG, RUGGED BREEDING AGE BULLS

Guest Consignors:

Frank & Carmen Velasco, Fort Stockton, Texas—10 Bulls
Pine Lane Ranch, Laurel, Miss.—30 Bulls

2nd Annual Brenham Sale
February 25—10:30 a.m.

(the day before the International Show In Houston)
Washington County Fair Grounds
Brenham, Texas

SELLING 155 LOTS:

45 Pairs—Fall calves sired by 680, 842, 320, General, and Black Duke
122, many of the cows will be bred back to these same bulls
45 Spring Calving Cows—Will start calving January 1 thru April 5, 1981
20 Cows to Calve Fall of 1981
40 Bred Heifers—Some will have calves at side by sale day, many 650 daughters
5 Herd Bulls or Hard Bull Prospects

Guest Consignors: Gates Compton, Fort Stockton, Texas
Frank & Carmen Velasco, Fort Stockton, Texas

CLAYTON & MODESTA WILLIAMS



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200 Bull Building, Midland, Texas 79701
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Auctioneers:
Royce & Royce

200 Bull Building, Midland, Texas 79701
409-622-8254



NEW BOARD MEMBERS—Newly elected board members for the American Gelbvieh Assn. are Charles Clark (left), S.D.; Dottie Knost, La.; Harry Clark, Ark.; and Don Fawcett, S.D. Not pictured in Wayne Roitch, Colo. (Staff photo by Joyce Palmer)

D&M Farms

Limousin Production

Sale, Tuesday, Feb. 24

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23 BULLS

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- 15 18 mo. old
- 1 Yearling Percentage Bull
- 5 Purebred 1st Calf Heifers, 10 calves in the spring
- 4 Bred Purebred Heifers, bred to Amazon 10 calves in the fall
- 5 Bred 3/4-Blood Heifers, 1st and 2nd calf, to calve in the spring
- 10 Bred 1/2-Blood Heifers, 1st and 2nd calf, to calve in the spring
- 2 3/4-Blood Cows, with fall calves
- 3 Purebred Heifer Calves
- 10 3/4-Blood Heifer Calves
- 12 Commercial Cows & Heifers, sale to a top 7/8-Blood bull

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Friday, February 13

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150 Herefords
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Big, growthy helpers

From Sullivan Brothers
10 Limousin Bulls
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60 Young Hereford Cows

From Thomas Cattle Co.
20 Brangus Bulls

From Diamond A Cattle Co.
20 Brangus Heifers
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5 Grade Bulls

Other consignments include:
One load Registered
Hereford Bulls
200 Crossbred Brangus Cows
100 Hereford and Black
Baldie Cows
25 Beefmaster Bulls

From Diamond Tail Ranch
100 Hereford and
Black Baldie Pairs

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TODAY

Wallop looks forward to better days in West

By PATTI THORN
The western states may see more favorable legislation in the coming years of Republican dominance, according to Sen. Malcolm Wallop of Wyoming.



SENATOR MALCOLM WALLOP Optimism on the western horizon ...

Wallop was the luncheon speaker at the recent American Cattle Conference, held in conjunction with the National Western Stock Show in Denver. He spoke about what the public can expect under the new administration.

Wallop lauded the ed-

vent, for the first time in history, of a Senate in which nine of 14 chairmanships belong to western Senators, "people who understand the problems of the West."

And he told the audience of approximately 300 that they would see a reversal of the "shotgun approach to dealing with issues," in favor of a more comprehensive approach.

This attitude, Wallop said, will lead to more balance between developing energy resources and protecting the environment, a long-time problem in the western states where vast wilderness areas are currently untouchable for development.

Wallop said he hoped to see the public land-use program "put into some cost-accountability." The Republican senator noted that 70% of all western coal and 80% of the oil resources are on national lands.

"We can no longer afford large scale exclusion from exploration of these resources," he insisted.

The U.S. also can no

longer afford to continue government land acquisitions at the same rate as in the past without increasing its operation and maintenance budget. Wallop likens government land hunger to "a neighbor who won't take care of what he's got and wants to buy more."

He cited predator control as one of the main problems of government land control and said this area needed "complete flushing out, re-vamping."

Wallop was optimistic about what the appointment of James Watt to the post of Secretary of the Interior would do for the western states. Watt "understands both the vitality and fragility of the West, as well as ... problems with land and water," according to Wallop.

"In my opinion, Watt is no born-again Attila the Hun, ready to rape and pillage the nation's resources ... He is a man of almost total integrity, who believes the way to change a bad law is not to skirt it, but to enforce it."

Under Watt, federal water decisions will be put in a more market-oriented light, said Wallop, who underscored the fact that water is the "key to any future the West may have." Water policies must remain under state control, he said, warning the audience that a national water policy would be totally ineffective.

Wallop noted that he hoped the new Republican administration could accomplish reforms in estate and capital gains taxes, which presently make it difficult for farmers and ranchers to pass on their operations.

"These laws interfere

with everybody's objective of maintaining the family farm," because they ease the trend toward corporate ownership.

The government's original intention of permitting redistribution of wealth through such laws has put that work into "corporate hands," Wallop said.

Wallop concluded his address with the hope for a new beginning — especially for the western states. "I hope," he said, "we will also see a decline in the reach of the federal hand into the public till of the West."



PLEASANT SURPRISE—Surprise and pleasure show the face of Joyce Gronsten as she is named winner of the production phase of the 1981 National Western Stock Show 4-H Catch-It-Golf contest. The Weldona, Colo., 4-Her also placed fourth in the carcass phase with her Hereford steer that gained 836 lbs. and indexed 50.7.

Universal Simmental

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Saturday, Feb. 21 • Dunlap, Iowa

1:00 p.m. at the Dunlap Livestock Auction (50 miles northeast of Omaha, Neb. on Hwy. 30 the most modern facilities in Iowa)

- Selling**
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Featuring a Purebred, 2-year-old son of Dynamite.

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Winter sales slump for beef prompts February promotion

The traditional winter beef sales slump and an increasing consumer desire to discover new cost-cutting methods of serving beef are two reasons behind a new promotion by the National Live Stock and Meat Board designed to increase beef demand.

With total meat supplies decreasing and inflation eating away at consumer buying power, the Beef Industry Council of the Meat Board has developed a promotion to help consumers discover economic ways to stretch their beef dollars.

Slated to get underway in February, the promotion, entitled "Maka Ends Meat — With the Great Taste of Beef," is aimed at the consumer's desire to serve

flavorful, attractive meals at a price that won't break the budget. With recipes featuring lesser-priced cuts of beef, such as top round, stew beef, boneless chuck steak, ground beef, ground beef and beef tip roast, the promotion should satisfy the consumer's desire to eat well at an affordable price. By doing this, beef demand should increase.

"The 'Maka Ends Meat' promotion should be quite successful because it is being launched at precisely the right time — a time when sales are traditionally down and inflation-weary consumers are looking for new, economic ways to serve beef," said Jay Wardall, Beef Industry Council vice president.

Bull Test Results

SOUTH EAST COLDRAO
BULL TEST
Lamar, Colo.

55 Day Report

116 bulls
Average daily gain 3.21

Leading all breeds in average daily gain is an individual entry in the blonde breed, with 5.02. He is owned by Kik S. Seerdale, of Colorado Springs, and sired by Hellmark. The other bull gaining 5.00 lbs. per day is from Neill Simmental Farm, Granada, and sired by Gallien. The average for 11 head of Simmentals was 3.83, with bulls owned by Seerdale and Packard Cattle Co., Elberta, ranking third and fifth, respectively, over all breeds. Their gains were 4.85 and 4.39.

Charolais were the third high breed, with 3.78 AOG on 28 head. Bulls owned by John E. Williams, Boise City, Okla., and Bill Piper, Springfield, tied for fifth overall, with 4.39 AOG. The Williams bull was sired by LCR Impressive C660, and the Piper bull by Gordon 27.

A gain of 4.11 topped the Angus breed for Thunder Valley Angus, Lamar, with a son of Blue Blood. Thirty-eight Angus averaged 2.60 AOG.

The 14 head of Herefords were led by a Osada Hereford Ranch son of CL1 Domino 384, gaining an average of 4.27 lbs. per day. He ranked eighth over all breeds after 58 days. Average for Herefords was 3.12 lbs.

Polled Herefords averaged 3.17.

A good sized crowd gathered for this sale despite a widespread snow storm. However, it was evident that some major buyers were unable to attend. Not all the bulls sold, and they will more than likely be put in Ovidson's April 4 sale.

The bulls that did sell sold very well and went to the local ranches. All bulls sold with complete performance data available and the better performing bulls returned the most dollars.

—JERRY YORK

3.25 AOG on 12 head. The top bull gained 4.20 lbs. per day for Hobbs Pella Herefords, Pennington, Kan. The bull's sire was HPH Victor 217 J7.

Five Charolais bulls averaged 3.27 AOG. A Hollingworth entry from Ft. Collins made the most gain at 4.43 lbs., and was sired by Lardo. He was ranked fourth over all breeds.

Connie Thompson, Viles, has three Limousin entries topped by the 3.41 AOG for a son of Jane Redman 006J.

Auction Results

DAVIDSON RANCH
La Junta, Colo., Jan. 31

40 bulls \$1,450

Auctioneer: Tom Woolridge

Top: DR Winrock A 04 26, 4/7/79 by OR Winrock D4; John E. Rucker, Westcliffe, \$4,250. DR Sam Donald 83, 5/1/78 by TR Sam Donald 275; Hockamore Ranch, Las Animas, \$2,500. OR Onward 47, 3/22/79 by DR Onward 92; Moore Ranch, Raton, N.M., \$2,400. DR Mischel D4 38, 3/30/78 by DR Mischel D4; McCollough Ranch, Westcliffe, \$2,075. DR Standard 59, 3/1/78 by MR Lamar C300; Leroy Rucker, Westcliffe, \$2,000. OR Winrock A 04 84, 4/20/78 by OR Winrock D4; Menitor Ranch, Las Animas, \$1,800. DR Onward 138, 4/8/78 by OR Onward 82; Pierra Auglira, Le Junta, \$1,900. OR Onward 88, 5/18/79 by DR Onward 82; Ron Woolard, Wylie, \$1,700.

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—JERRY YORK

33rd ANNUAL

FROM DUTTON HEREFORD RANCH
Missoula "Top-Cut"
Monday, Feb. 16, 1981

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Lot 20 ... DD Britsher K37 by Selkirk Don A76

Like their 2300-pound sire, they will get big and productive in their life.

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Annual Production Sale

Holyoke, Colorado

Feb. 24 • Tuesday

12:30 p.m. Come be our guest for lunch
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Selling
70 Bulls

30 Bred Heifers

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Coloradoan invests \$100,000 during Marchigiana's auction

By LEE PITTS

Over 100 Marchigianas, or Markys as they are called, went on the auction block at Denver's National Western Stock Show. Western, with one man investing over \$100,000 in the meaty Markya. John Dorrrough of Falcon, Colo., purchased 18 fullblood Markya females from the consignment of Dr. David Dyrholm, of Calgary, Alberta, Canada. All the heifers were the result of embryo transfer. Dorrrough purchased the top eight selling lots of the sale, with the highest selling bringing \$8000.

Joe Ikhaml of St. Paul, Minn., bid on several of the entries before finally ending up with Marlowe 80M, a 4/14/80 fullblood bull by Peto for \$8000. This was also a consignment of Dr. David Dyrholm.

The Markya are a relatively new breed of cattle in the U.S., but not so in Italy where they are the most popular breed.

By the skin of its ... If research in South Africa pans out, the new way to identify cattle may be from noseprints. Police fingerprint experts have found that the ridge characteristics of each bovine's nose is unique, but it will take several years to determine if the characteristics are lifelong. They envision that noseprints not only might be a positive way of identifying stolen cattle, but also could identify recovered animals.

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Haynes Hereford Ranch, Inc.

Announces Its 4th Annual PRODUCTION SALE

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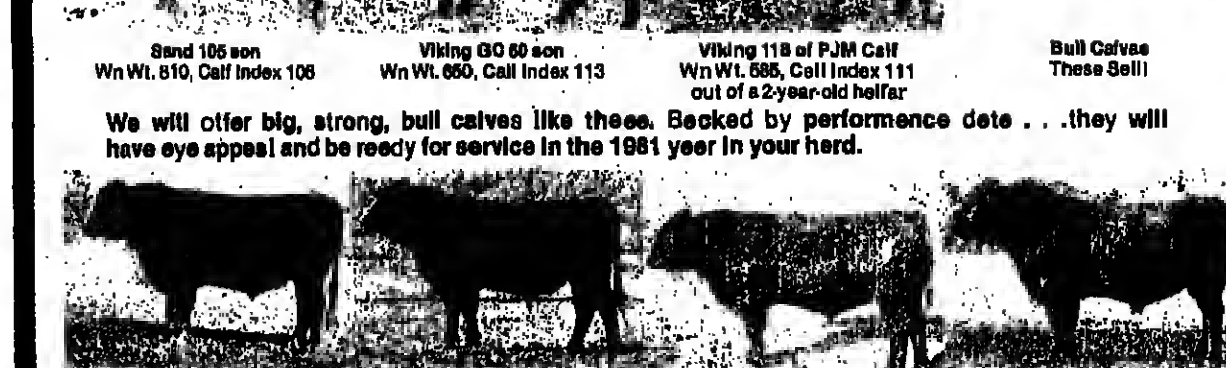
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PRODUCTION SALE

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Big Timber, Montana
West, right on I-90, exit 352
Lunch 11:30 a.m.
Sale 12:30 p.m.

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Wt. 600, Call Index 105,
Yr Index 105, BVR 105

Far Viking 5095—Lot 2
Wt. 620, Call Index 113,
Yr Index 118, BVR 110

Far Viking 5168—Lot 1
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